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DAIRYMEN'S LEAGUE BUYS OUT NEW JERSEY COMPANY

Announcement is made by the Dairymen's League Cooperative Association, Inc., New York City, that it has taken over the business of the Interstate Milk and Cream Company of Newark, N. J., consisting of a city plant at Newark and four country plants. It is expected that this purchase will afford a considerable increase in the sales of fluid milk, as the Interstate Company has been building up a wholesale trade among independent grocery stores and restaurants amounting to fifteen hundred cases and one hundred cans of milk per day. The city plant is equipped for handling, pasteurizing and bottling milk.

It is announced that as soon as possible the several routes of the Interstate Company will be consolidated with those of the League, with the expectation that the costs of distribution will be reduced.

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MINNESOTA BUTTER SOLD IN NEW YORK

Sales of butter for the year 1925 by the Minnesota Cooperative Dairies Association, Owatonna, Minn., amounted to \$3,786,467, according to the annual report for the year ending December 31.. The net amount of money returned to the creameries was \$3,504,348, and the net margin for the year was \$12,838. Expenses amounted to \$72,743, including \$48,839 for salaries, \$6,804 for interest and discount, \$3,077 for commissions, \$3,753 for rent, \$1,025 for advertising, and a number of other items. Total capital and surplus amounted to \$47,073 on December 31.

This organization, which is a sales agency for a large number of Minnesota creameries, was formed in 1907 and began business in May of 1908. Since 1915 it has maintained a distributing agency in New York City. The quantity of butter handled during the last eight years has ranged from 778,312 pounds in 1913 to 8,323,062 pounds in 1925. Each year has shown an increase over the preceding year.

(Additional information may be found in Agricultural Cooperation, October 10, 1925, p. 432.)

MINNESOTA CREAMERY PAYS PATRONS NEARLY HALF A MILLION

The Fergus Cooperative Creamery Association, Fergus Falls, Minn., issued its 19th annual report under date of December 31, 1925. This report contains a wealth of information regarding the activities of the association. One and one-half pages are given to a comparison of operating statistics for the years 1924 and 1925. The operating statement has been prepared to reflect the activities of the butter, milk and cream, egg and poultry departments for the 1925 year, and the statement of assets and liabilities is given in sufficient detail to give a clear picture of the financial condition of the enterprise.

One of the features of the report is a list of 129 patrons each of whom received checks from the association totaling more than \$1,000 during 1925. The first man on the list received checks amounting to \$4,203; the second man, \$3,956; the third, \$3,335; and so on down to the 129th man whose checks totaled \$1,002. The number of patrons receiving checks in excess of \$1,000 have been as follows during the last five years; 1921, 15; 1922, 28; 1923, 64; 1924, 83; 1925, 129.

Volume of business was larger for 1925 than for any previous year. More than a million pounds of butter was made and marketed. Butter, egg and poultry sales were the largest in the history of the enterprise, total sales exceeding those of the next best year, 1924, by \$108,000. Patrons received \$112,000 more than in 1924. Operating net margin for the year was \$24,826 increasing the surplus as of December 31, 1925, to \$128,501. Capital stock outstanding on that date amounted to \$28,070 on which 8 per cent dividends are paid.

The percentage of total sales returned to patrons for the different products handled were: Butter, 89 per cent; poultry, 91 per cent; eggs, 90 per cent; milk, 73 per cent; all products, 88 per cent.

The growth of this enterprise for the past twelve years is indicated by the following figures:

| Year | : Butterfat | : Av. price | : | Sales /a | : Paid |
|---------------------|-------------|-------------|---|-----------|-------------|
| | : received | : paid for | : | | : patrons/a |
| | : (Pounds) | : (Cents) | : | | |
| 1914 | : 202,488 | : 31.4 | : | \$ 70,864 | : \$ 63,166 |
| 1915 | : 218,962 | : 31.4 | : | 75,783 | : 68,078 |
| 1916 | : 294,145 | : 35.1 | : | 112,325 | : 103,697 |
| 1917 | : 285,482 | : 47.4 | : | 144,163 | : 134,439 |
| 1918 | : 344,842 | : 55.7 | : | 204,623 | : 192,208 |
| 1919 | : 432,001 | : 66.5 | : | 304,915 | : 287,356 |
| 1920 | : 428,845 | : 65.1 | : | - - - - | : 278,990 |
| 1921 | : 579,144 | : 42.2 | : | 293,541 | : 246,147 |
| 1922 | : 625,865 | : 41.5 | : | 312,481 | : 259,952 |
| 1923 | : 656,175 | : 49.2 | : | 396,804 | : 337,010 |
| 1924 | : 782,966 | : 45.2 | : | 454,401 | : 385,145 |
| 1925 | : 894,078 | : 50.2 | : | 562,991 | : 497,951 |
| | : | : | : | : | : |
| /a All departments. | | | | | |

"BIG Y" FRUIT ASSOCIATION GAINS HUNDRED MEMBERS

More than 100 new members have recently been added to the Yakima Fruit Growers' Association, Yaltima, Wash., representing nearly 1,000 additional acres of products. The largest block of new acreage is in the Kennewick district, 257 acres, largely asparagus, with some tree fruit. From the Grandview district 18 new members bring 162 acres of cherries into the association. With this addition the association expects to handle about 70 cars of cherries, or nearly half the crop of the entire valley.

Big Y cherries are to be graded for size this year and the size of the fruit in each crate is to be stamped on the crate, as a means of keeping the brand in the lead in the fruit markets.

Heretofore the Big Y has not handled grapes, owing to the existence of an organization for that purpose, but has decided to make shipments for its members this year. It is estimated that 10 or 12 cars will be handled.

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WASHINGTON GRAPE GROWERS' UNION IS ACTIVE

Gross sales of the Yakima Valley Grape Growers' Union, Grandview, Wash., for the 1925 season, amounted to something over \$100,000, compared with about \$45,000 the year before. The association shipped 73 straight cars of basket grapes, 11 straight cars of bulk grapes, and 12 mixed cars, besides express shipments and trucking over 27,000 baskets to various points in the valley. The greatly increased tonnage made it necessary to reach out for more distant markets and grapes were shipped into Colorado, Wyoming, Kansas, Nebraska, Oklahoma, North and South Dakota, Montana, Iowa, Minnesota, Utah and Oregon. About one-third of the tonnage was shipped into new territory. These new outlets helped to maintain prices in the face of a large crop.

Of the more than \$100,000 received for grapes the growers received over \$90,000, practically three-fourths of which was paid within 30 days after delivery of the grapes. The grape season ended early in October and final settlement was made with all growers by the middle of November. One per cent of the net receipts was deducted for the sinking fund, returnable to growers at the end of five years.

Membership increased during the year from 135 to 225, representing approximately 350 acres, or about 80 per cent of the grape acreage in this section.

The manager urges members to plant no more early varieties of grapes but to stick to the Concords which are adapted to the section and mature at a time when no other sections of the country are shipping Concords. He further urges the adoption of standard grade rules and better packing.

CALIFORNIA PRUNE AND APRICOT GROWERS HOLD ANNUAL MEETING

About 200 grower members attended the annual meeting of the California Prune and Apricot Growers' Association, San Jose, May 12. The president of the organization reported that during the preceding year 12 regular and 6 special meetings of the board of directors had been held; that the executive committee had held 39 meetings, and the reorganization committee 9 meetings. The management during the year had held 23 meetings with growers in producing sections.

Considerable attention was given by the president in his annual address to the question of plans for marketing prunes and apricots in the future. He pointed out that the present membership contract would expire in three years and that it is none too early to begin to plan to meet the situation. He said in part, "It is my opinion that the next organization should be formed for a long period of time, with proper safeguards, that would make the grower feel that no undue advantage may be taken of him..... with such a form of organization, an efficient management could build up a merchandising program that would enlist the loyal support of the entire membership and would insure prosperity for those connected with it."

The type of organization which the president thinks should be formed, "should attract within its membership, 100 per cent of the prune and apricot growers of California; not for the purpose of destroying the factors in distribution of those products, but in order to create a body of sufficient strength, to control, direct and stabilize the industries, in the interests first of the producer, then of the consumer, and finally of the distributor, who we must recognize is entitled to a fair profit for his services."

Among the developments reported for the past year were the creation of a statistical department, the elimination of the office of advertising manager, and the strengthening of the growers' information bureau.

The quantity of fruit products handled by the association during the past four years is indicated below:

| Crop year : | Prunes | : | Apricots | : | Pits |
|-------------|-------------|---|------------|---|-----------|
| | (Pounds) | : | (Pounds) | : | (Pounds) |
| 1922 : | 144,538,800 | : | 14,540,802 | : | 5,237,276 |
| 1923 : | 137,694,938 | : | 24,690,537 | : | 6,447,669 |
| 1924 : | 121,747,559 | : | 7,704,182 | : | 2,196,245 |
| 1925 : | 138,100,257 | : | 6,811,499 | : | 1,588,735 |

Figures indicating sales, expenses of operations and returns to growers will be available after the close of the business year June 30.

A steady decrease in the amounts expended for advertising is indicated by the following table:

| Crop year : | Prunes | : | Apricots | : | Pits | : | Total |
|-------------|-----------|---|----------|---|-------|---|-----------|
| | | : | | : | | : | |
| 1922 : | \$494,674 | : | \$42,411 | : | \$249 | : | \$527,334 |
| 1923 : | 449,357 | : | 42,063 | : | --- | : | 491,421 |
| 1924 : | 346,150 | : | 1,467 | : | --- | : | 347,617 |
| 1925 : | 71,694 | : | 3 | : | 2 | : | 71,699 |

ILLINOIS FEDERATION OF FRUIT ASSOCIATIONS GROWING

Four new local units have been elected to full membership in the Illinois Fruit Growers' Exchange, Centralia, Ill., a federation of local associations for marketing the fruit products of these units. One of the new members handles tomatoes, another peaches and apples, and a third handles peaches.

A department has been created by the Exchange for dealing with the production and standardization problems of the member-units. At first one field man will be employed in conducting this work.

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TEXAS ASSOCIATION SELLS POTATO CROP

The Rio Grande Potato Growers' Association, Brownsville, Texas, was organized a short time ago to handle the potato crop of the Rio Grande Delta. Eighty per cent of the acreage of the Delta is said to be in the hands of the association.

The secretary of the association, in a recent letter, states that it is expected that the association will handle 900 straight cars of potatoes this coming season, which is a large per cent of the potato crop grown in the Rio Grande Valley.

It is proposed to use existing agencies, such as brokers and commission men, in the sale of the potatoes, and efforts are being made to have the agencies selected handle only association potatoes.

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COLORADO POTATO GROWERS SHIP FIVE THOUSAND CARS

To May 12 the Colorado Potato Growers' Exchange, Denver, had shipped 5,462 cars of 1925 potatoes, compared with 4,040 cars on the same date last year. Gross sales to April 30 amounted to more than \$5,000,000, compared with \$2,225,000 last year, and \$2,800,000 the first year of operation. Growers have received a total of \$3,951,330, of which \$623,247 was paid in April.

Purchases of seed and sacks for members have amounted to more than \$230,000. Purchases of seed-treating materials and equipment to the extent of \$1,332 were made for members during the month of April alone.

A new warehouse and grading plant is to be erected at Galoton in the northern part of the state. This will be a one-story, frost-proof building, equipped with a power grader of large capacity, with a cull elevator attached. One or two elevators for loading sacks on cars will also be installed. The financing facilities of the Colorado Potato Warehousing Corporation will be used in the erection of the building.

KANSAS GRAIN COMPANY CONDUCTS BIG BUSINESS

During the year ending April 30, 1926, the Farmers' Cooperative Commission Company, Hutchinson, Kansas, handled 2,722 cars of grain. Of this number, 2,392 cars were for members of the organization and 330 were for non-members. The report of the auditors for the year shows that gross sales came to \$5,656,958; gross profits on sales amounted to \$48,179; and net profit was \$12,212. Operating expenses for the year were \$26,948. In addition, attorney fees and court costs amounted to \$4,639. Old accounts amounting to over \$1,000 were written off and \$3,265 was paid as interest on capital stock.

This company has been operating eleven years at Hutchinson and for the past six years has also handled grain at Wichita. A statement of the combined gross sales and net profits gives the following figures:

| Year ending : | Gross sales : | Net profit or loss |
|----------------------|---------------|--------------------|
| May 31, 1916 : | \$ 736,653 : | \$ 211 |
| Apr. 30, 1917 : | 1,816,214 : | 1,869 |
| " " 1918 : | 1,979,953 : | 711 |
| " " 1919 : | 2,194,990 : | 4,452 |
| " " 1920 : | 3,655,708 : | 9,975 |
| " " 1921 <u>/a</u> : | 7,394,745 : | 21,042 |
| " " 1922 : | 4,876,153 : | 21,887 |
| " " 1923 : | 2,689,490 : | 6,347 |
| " " 1924 : | 2,179,687 : | <u>/b</u> 2,197 |
| " " 1925 : | 7,424,119 : | 30,071 |
| " " 1926 : | 5,656,958 : | 12,212 |

/a Beginning with this year, grain was handled at both Hutchinson and Wichita.

/b Loss.

On April 30, 1926, capital stock outstanding and stock credits amounted to \$66,996 which was an increase of \$16,164 over the same date in the preceding year. Surplus at the close of the 1925-26 year was \$25,263.

The organization owns memberships on the Kansas City (Mo.), Wichita, Hutchinson and Dodge City boards of trade. These are valued at over \$10,000.

Over 80 per cent of the total business during the last year was handled through the Hutchinson office and nearly 20 per cent through the Wichita office.

CANADIAN WHEAT GROWERS SPEAK IN NORTH DAKOTA

Three Canadians, two representing the Manitoba Wheat Pool and one from the Saskatchewan Pool, have been assisting the officers of the North Dakota Wheat Growers' Association, Grand Forks, in a series of meetings in behalf of the North Dakota Wheat Pool. Growers in nearly thirty sections have had opportunities to hear about the development and policies of the Canadian cooperatives.

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MICHIGAN GROWERS WANT TO POOL THEIR BEANS

Plans for the organization of a farmer-controlled bean pool under the Michigan Elevator Exchange, Lansing, are under consideration. As outlined at a recent meeting of growers, the plan provides for pooling beans through local cooperative elevators; contracts to be signed before October 1 of each year; pools to run from September to April inclusive; and sales to be made by the Michigan Elevator Exchange. The plan was approved by the growers and is now to be submitted to the Michigan Bean Growers' Association for endorsement.

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JOINT OPERATION FOR ALBERTA COOPERATIVE ELEVATORS

At a meeting of the voting delegates of the Alberta Cooperative Wheat Producers, Ltd., Calgary, Canada, (the Alberta Wheat Pool) held May 20, a plan was approved for the joint operation of the elevator facilities in the Province of Alberta of the Wheat Pool and of the United Grain Growers, Ltd., Winnipeg.

An agreement has been entered into for a period of two years whereby a joint handling company is set up to operate the elevators of the two associations. The operating company will be under the control of a board composed of an equal number of representatives from the boards of directors of the two associations. This joint board will be concerned with the efficient operation of the elevators and will have nothing to do with sales. The agreement provides that any surplus earnings resulting from the operation of the elevators shall be divided pro rata on the basis of the number of bushels of grain handled.

In addition to the 180 odd elevators which will come under the control of the joint operating board, the Alberta Cooperative Wheat Producers, Ltd., is arranging to erect new elevators at points not now served by elevators of either organization.

IOWA LIVESTOCK SHIPPERS TO KEEP UNIFORM RECORDS

Six livestock associations of Louisa County, Iowa, have agreed to keep similar records during the year 1926 in order that a definite check on the business may be obtained and comparisons made of different markets used during the year. The managers hope to secure some interesting figures on cost of shipping and net returns at different markets through these uniform records.

During the first three months of 1926 these six associations shipped 113 cars of hogs, a total of 7,973 head brought in by 565 shippers. Fifteen cars of cattle were also shipped by 150 shippers. These cars contained 457 head.

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TWO YEARS OF COOPERATIVE LIVESTOCK MARKETING AT SIOUX CITY

The Producers' Commission Association, Sioux City, Iowa, marketing livestock, completed its second business year March 31, 1926. Activity for each of the first two years is indicated by the following figures:

| Year | : Number cars : : of livestock : : received : | : Total : : sales : | : Livestock : : purchased /a : | : Commissions : : earned : |
|---------|---|------------------------|-----------------------------------|-------------------------------|
| 1924-25 | : 5,436 : | : \$5,337,722 : | : \$ 52,720 : | : \$61,341 : |
| 1925-26 | : 3,185 : | : 6,085,772 : | : 108,624 : | : 58,604 : |

/a Stockers and Feeders.

The decrease in number of cars handled in 1925-26 as compared with the first business year was due to the decreased receipts at the Sioux City terminal market.

Total expenses for the second business year amounted to \$57,865, including \$12,658 for field service and \$1,440 for organization expense incurred in the previous year.

Consignments of livestock received during the past two years came from six states as follows:

| State | : Number of cars received |
|--------------|---------------------------|
| | : 1924-25 : 1925-26 |
| Iowa | : 1,748 : 1,862 |
| South Dakota | : 1,394 : 966 |
| Minnesota | : 196 : 130 |
| Nebraska | : 46 : 208 |
| North Dakota | : 39 : 17 |
| Montana | : 13 : 2 |
| Total | : 3,456 : 3,185 |

WHY MEMBERS WITHDREW FROM STAPLE COTTON ASSOCIATION

The privilege of withdrawing from the Staple Cotton Cooperative Association, Greenwood, Miss., was granted to members this year for the first time, through a provision of the new contract covering the crops of 1925-1930 inclusive, and 197 members availed themselves of the privilege. This number represented 11.8 per cent of the membership, and the 22,140 bales of cotton they delivered last year was 8.4 per cent of the total receipts.

An effort made by the management to ascertain the reason back of each withdrawal brought the following information from 186 individuals:

| <u>Number</u> | <u>Reason stated</u> |
|---------------|--|
| 21 | Distribution too slow in Option 2. (Returns made as cotton |
| 20 | Withdrew as mortgagee's request. is sold.) |
| 14 | Could not satisfy tenants with association. |
| 12 | Unsatisfactory liquidation in 4th Option. (Cotton not pooled.) |
| 12 | Not financially able to stay in. |
| 10 | Unsatisfactory prices in Option 4. (See above.) |
| 10 | Quit farming. |
| 10 | Want to sell at gin. |
| 10 | General dissatisfaction. |
| 7 | Just feel like they have to get out. |
| 6 | No reason, may rejoin. |
| 5 | Charges too high. |
| 4 | Only joined to deliver low grades. |
| 2 | Share cropper, no control. |
| 2 | Held too long. |
| 2 | Unsatisfactory price Option 2. (See above.) |
| 2 | Can sell better than the association. |
| 2 | Financed by cotton factors. |
| 1 | Signed for one year to make comparisons. |
| 1 | Raises too small an amount of cotton. |
| 1 | Member's husband opposed. |
| 1 | Son in cotton business. |
| 1 | Lawsuit with member not settled. |
| 1 | Suspicious of association. |
| 1 | Cotton stored in New Orleans. |
| 1 | Signed to help organization. |
| 1 | Too small a factor--not able to pool. |
| 1 | Does not know his own mind. |
| 1 | Rented out land. |
| 1 | Can not afford to ship from West Point. |
| 1 | Will not raise cotton to turn in. |
| 1 | Compelled to factor and can do so cheaper outside. |
| 1 | Had to settle an estate. |

The association now has an active membership of 1,401, or 156 more members than when the new contract campaign was begun in 1925.

WISCONSIN TOBACCO POOL RECEIVES 1925 CROP

Members of the Northern Wisconsin Cooperative Tobacco Pool, Madison, are urged by the management to call upon the headquarters office for information regarding the organization and for explanations regarding any pool transactions which are not fully understood. It is reported that the greater part of the tobacco of the 1925 crop has now been delivered at the receiving stations. The grading of the southern packed tobacco has been completed. Samples of both the northern and southern packed tobaccos are now on display at the Pool's sales rooms in Madison.

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TRI-STATE ASSOCIATION HAS MUCH TOBACCO IN STORAGE

At the annual meeting of the members of the Tobacco Growers' Cooperative Association of Virginia, North and South Carolina, held at Raleigh, N. C., May 18, the president of the association reported for the committee of directors which is in charge of the management of the organization. The association has received approximately 83,000,000 pounds of 1925 tobacco, which is about 14 per cent of the total crop produced in the area covered by the organization. On May 1, the association had on hand approximately 75,000,000 pounds, with bankers' valuation of \$16,000,000. The growers' equity in this tobacco was reported as \$9,500,000. On May 1 the balance due on the property held by the five warehousing corporations was under \$1,000,000.

Twenty-two directors were elected at the annual meeting for the ensuing year, which is the last year under the existing five-year contract.

According to a statement in the Tri-State Tobacco Grower, the official publication of the association, the quantities of tobacco received for each of the four years that the association has been functioning, and the percentages which the association receipts were of the total crop produced in the territory covered by the organization, were as follows:

| Crop | : | Tobacco | : | Per cent of |
|---------|---|-------------|---|-------------|
| year | : | received | : | total crop |
| | : | (Pounds) | : | |
| 1922-23 | : | 163,589,034 | : | 35.3 |
| 1923-24 | : | 180,135,838 | : | 28.3 |
| 1924-25 | : | 105,821,150 | : | 22.4 |
| 1925-26 | : | 83,480,539 | : | 14.6 |
| | : | | : | |

OHIO WOOL GROWERS' ASSOCIATION HAS SOLD ALL WOOL

All 1925 wools consigned to the Ohio Wool Growers' Cooperative Association, Columbus, have been sold and checks in payment therefor have been mailed to the growers. The net average price on all wool sold is reported by the management as 45 cents, or an average of 2-1/2 cents over prices paid in many parts of the state. It is stated that this is the lowest cash advantage of any year since the association started.

Following is a list of grades and prices per pound for unwashed wool received in 1925: Delaine, 50 cents; French combing, 48 cents; 1/2 blood staple, 50 cents; 3/8 blood staple, 49-1/2 cents; 1/4 blood staple, 48-1/2 cents; fine clothing, 45 cents; 1/2 blood clothing, 45 cents; heavy staple, 40 cents; heavy clothing, 35 cents; fine seedy, 40 cents; medium seedy, 40 cents; rejections, 37 cents; tags, 12 cents.

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VIRGINIA WOOL GROWERS PAID IN APRIL

Final settlement for 1925 wool was made April 2 by the Virginia Cooperative Sheep and Wool Growers' Association, Inc., Richmond. The pool contained approximately 175,000 pounds of wool, of which 80 per cent fell within the best grades and netted the growers 42 cents a pound. The manager of the association, in his letter to members, stated that the wool was in splendid condition, well cared for and nearly all properly tied with paper twine, and the shrinkage in storage was very light, being only 1,200 pounds on the entire lot. Deductions for shrinkage, freight, rent, and all other expenses amounted to 5-1/2 cents a pound. Prices ranged from 35 cents a pound for common and braid up to 42 cents a pound for the better grades.

The quantities of wool pooled each of the last four years are shown below:

| Year | Wool handled | Sales value |
|------|--------------|---------------|
| : | : | (approximate) |
| : | (Pounds) | : |
| 1922 | 87,316 | \$ 40,000 |
| 1923 | 210,000 | 110,000 |
| 1924 | 183,067 | 83,500 |
| 1925 | 174,876 | 79,500 |
| : | : | : |

The 1925 wool was sold direct to one of the largest mills in Pennsylvania.

WISCONSIN WOOL POOL REPORTS

A total of 34,398 pounds of wool of the 1925 clip was pooled by the Wisconsin Fleece Wool Growers' Cooperative Association, Inc., Pewaukee. This was produced by 75 consignors and sold for approximately \$15,360. The 1924 pool amounted to 35,376 pounds with a sales value of \$16,804. This association was formed in 1920 without capital stock.

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SALES AGENCY FOR WOOL COOPERATIVES

An organization known as the Eastern Wool Growers' Federation, Baltimore, Md., has been formed by the Maryland Farm Bureau Wool Pool, Inc., the West Virginia Farm Bureau Wool Growers' Association, and the Virginia Cooperative Sheep and Wool Growers' Association, Inc., to store wool for members from the three states, and to grade and merchandise it at the best price possible. This plan will give the members of the three state organizations the benefit of volume of product. The association is formed without capital stock under the laws of Maryland. It will be managed by an executive committee with one member from each state association. Wool will be stored at Baltimore.

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SOUTH AFRICAN GOAT FARMERS ORGANIZING

A consular report from Port Elizabeth, Union of South Africa, states that plans are being made to form an association for the protection of Angora goat farmers. The aims of the association are thus stated: "To provide for cooperation, the improvement of type, the standardization of mohair in accordance with trade requirements, a means of bettering the marketing system, and the furnishing of the best technical and commercial advice for the benefit of the growers." It is proposed to enlist the aid of the Angora Goat Breeders' Association already in existence.

A conference was held recently at Jansenville under the auspices of the Cape Province Agricultural Association. Questions of sorting and classifying mohair were discussed. As South Africa has no system for sorting it was decided the only way would be to have a sorter come from overseas to teach the process. The importance of a neat and uniform pack as a factor in winning the confidence of foreign buyers was stressed, and growers were urged to join the association and agree to use a uniform pack.

Although the goat industry is limited to about 13 districts, there were in 1923 approximately 2,500,000 Angora goats in the country. In the past ten years 227,520 bales of mohair valued at \$67,500,000, have been exported from two ports.

CANADIAN WOOL MARKETING COMPANY COMPLETES EIGHTH YEAR

"A Coast to Coast Organization," is the claim of the Canadian Cooperative Wool Growers, Ltd., Toronto, Canada, which recently issued its eighth annual report, covering the handling of the 1925 clip. Over 9,000 lots of wool were received during the last business year. Nearly one-half of the total came from wool producers in Alberta, and about one-fifth from Ontario producers. The producers of the other provinces contributed to the total as follows: Manitoba and Saskatchewan, 18 per cent; British Columbia 5 per cent; Prince Edward Island, Nova Scotia and New Brunswick, 4 per cent; Quebec, 3 per cent.

The wool was received at seven grading points where it was prepared for sale. The proceeds of sales and the value of wool rejects on hand at the close of the business year amounted to about \$1,080,000. After the deduction of commission for marketing, growers received \$992,771, or approximately 92 per cent of the sales value of the wool consigned to the company.

In addition to the commission for handling wool the company earned profits in connection with the sale of sacks, bales, twine, stockmen's supplies and manufactured woolens. The total income for the 1925-26 business year was \$103,464, and the total expenses for the year \$88,557, leaving a net profit for the year of nearly \$15,000. Of this amount, \$7,796 was used to pay an 8 per cent dividend on outstanding capital stock amounting to \$98,467, and \$5,000 was transferred to general reserve which at the close of the year amounted to \$70,000.

The company owns warehouses at Weston, Ontario, and Lennoxville, Quebec, which have a depreciated value of \$85,000.

It is reported by the management that two-thirds of the wool was sold in the United States. The average selling price for all grades and descriptions of wool is given as 32.58 cents for the 1925 clip compared with 34.82 cents for the 1924 clip.

The development of this organization during the eight year that it has been operating is indicated by the following figures:

| Year : | Wool handled : | Sales : | Ex- | Paid up |
|--------|----------------|---------|---------------|---------------|
| : | Pounds : | Index: | penses a/: | capital stock |
| 1918 : | 4,456,448 : | 100 : | ----- : | ----- |
| 1919 : | 3,800,303 : | 85 : | ----- : | ----- |
| 1920 : | 4,647,138 : | 104 : | ----- : | ----- |
| 1921 : | 3,943,923 : | 88 : | \$ 977,335 : | \$90,825 : |
| 1922 : | 2,908,122 : | 65 : | 704,350 : | 83,403 : |
| 1923 : | 2,843,365 : | 64 : | 844,568 : | 85,969 : |
| 1924 : | 2,506,326 : | 56 : | 575,590 : | 78,955 : |
| 1925 : | 3,527,824 : | 79 : | b/1,066,877 : | c/88,557 : |

a/ Total expenses less a nominal profit on supplies handled - sacks, twine, etc.

b/ Wool sales

c/ Total operating expense.

(See Agricultural Cooperation July 6, 1925, p. 284.)

ILLINOIS POULTRY PRODUCERS ORGANIZING

A new organization known as the Flora Poultry Producers' Association, Flora, Ill., has begun a campaign to secure the product of 250,000 hens. Farm bureau members may become members of the poultry association without charge. Non-members are required to buy one share of common stock at \$5, and a two per cent deduction is to be made from the gross sales of such members for overhead expense and services rendered by the farm bureau.

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TRADE-MARK SELECTED BY SASKATCHEWAN EGG POOL

The Saskatchewan Cooperative Poultry Producers, Ltd., Regina, began business on March 29 of this year and now has over 16,000 members and is operating 175 receiving stations, also candling plants at Saskatoon, Regina, Moose Jaw, and Brandon. About 500 cases of eggs are being received and candled daily at the plants. The candling is done largely by girls. Out of 265 designs for trade-marks the one selected was designed by a woman. The association is of the centralized type. Similar egg marketing pools have been formed in Manitoba and Alberta.

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UTAH POULTRY ASSOCIATION GROWING RAPIDLY

Organized in 1923 the Utah Poultry Producers' Cooperative Association, Salt Lake City, is now serving as sales agent for approximately 1,200 poultry producers. Growers using the agency sign a five-year contract agreeing to deliver all eggs except such as are required for hatching and family consumption. The association agrees to market the products delivered to it and return to the producers the resale price less expenses and an amount equal to one cent a dozen to be applied on the purchase of capital stock in the association, and an equal amount as compensation to the association for marketing services rendered.

Producer representation in the management of the association is provided through a producers' committee of fifteen which is "authorized to act in behalf of any and all producers in dealing with the first party (the association) in interpreting and carrying out the terms of this contract." The contract may be terminated by either party on thirty days notice at the end of the first year or any succeeding year. Provision is made that the books of the association shall be open to inspection and audit by the producers' committee.

Five stations for grading, packing and shipping eggs are operated, also poultry dressing and cold storage plants. In 1925, 300 cars of eggs and 15 cars of poultry were shipped, and about a million baby chicks were purchased for members. The association has its own sales office in New York City.

CALIFORNIA PRUNE AND APRICOT GROWERS WIN SUIT

The California Prune and Apricot Growers, Inc. successfully brought suit against the National Importing Company of Indianapolis because of its failure to receive and pay for a quantity of prunes, and the Appellate Court of Indiana, on April 27, 1926, affirmed the judgment of the lower court. (The National Importing Company, et al v. California Prune and Apricot Growers, Inc., 151 N.E. 626.)

The defendant entered into a written contract with the California Prune and Apricot Growers, Inc., under which the company purchased from it a certain quantity of prunes to be shipped from California to Indianapolis, consigned to the order of the seller. The prunes were shipped and a draft for the purchase price was presented to the defendant in accordance with the contract, but the defendant refused to pay for or to receive the prunes. Under the circumstances the seller of the prunes placed them in storage and kept them for the buyer. Later the California Prune and Apricot Growers, Inc. gave the buyer notice that it would at a certain time and place sell the prunes for the benefit of the buyer and that it would then hold the buyer responsible for the difference between the contract price and the amount the prunes brought at this sale. The prunes were accordingly sold and suit was instituted to recover this difference together with the costs of the sale. The trial court gave judgment for the seller for \$943.40.

On appeal the defendant contended "that the contract was executory instead of an executed contract and that the decision of the (trial) court is not sustained by sufficient evidence because there is no evidence as to the market value of the prunes at the time and place of delivery." This point was held to be without merit. The following quotations are taken from the opinion in the case:

The remedies available to a vendor of personal property, where there has been a breach of the contract by the purchaser, are: (1) He may retain or store the property as and for the vendee, and sue such vendee on the contract for the entire purchase price; (2) he may sell the property for and as the agent of the vendee, and apply the proceeds on his (the vendor's) account against the vendee, and recover of the vendee the difference between the contract price and the price obtained on such resale; (3) he may keep the property as his own and recover the difference between the contract price and the market price at the time and place of delivery. Taylor v. Capp, 121 N. E. 37, 68 Ind. App. 593.

The vendor's right to pursue either of the first two remedies named depends upon whether he has fully executed the contract, in so far as execution by him is possible. If the vendor has done all required of him under the contract, including all things

necessary for him to do to place title in the purchaser, he then may avail himself of either the first or second remedy named. In the instant case appellee performed all the provisions of the contract required of it and did everything it was called upon to do to place title in appellant. Appellant having breached the contract, appellee sold the prunes as the agent of appellant, applied the proceeds on the account, and, availing itself of the second remedy indicated, brought this action for the difference between the contract price and the resale price. Under the issues in the instant case there was no necessity of proving the market price of the prunes.

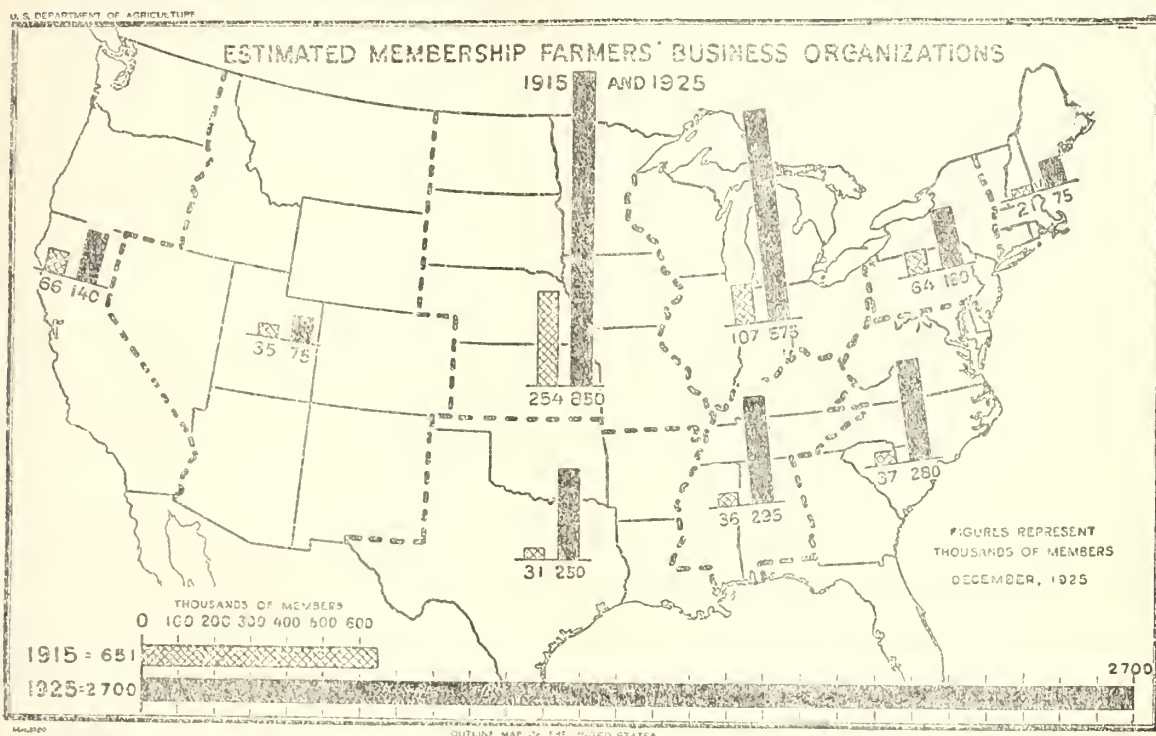
The law in many states covering the remedies available to a vendor of personal property, where there has been a breach of the contract by the purchaser, is undoubtedly the same as it is in Indiana as disclosed in the above quotations. (Cuthill v. Peabody - Calif.- 125 P. 927; Habeler et al. v. Rogers et al. 131 F. 43.)

In some jurisdictions the seller of personal property does not have the right to sue the purchaser for the purchase price of the property, (Malcomson v. Reeves Pulley Co., 167 F. 939) but in all jurisdictions the seller may sue the purchaser for the difference between the contract price and the market value of the article in question at the time and place where acceptance thereof was required. As indicated, in some jurisdictions the first remedy stated by the Indiana court as one available to a vendor of personal property where there has been a breach of contract by the purchaser, is not allowed and he may not successfully sue the purchaser for the full purchase price. Again in some jurisdictions the vendor may not sell the property as the agent of the buyer and sue for the difference, but probably in all states the price at which the products were sold at the place where acceptance was required following their rejection would be evidence if the sale was fairly made, of the market price of the products.

It should be remembered that it is always the duty of parties to a controversy to take such reasonable measures as will mitigate the damages that may be suffered by the other party. This rule in the case of perishable farm products would seem to require that a seller of such products, in the event that the buyer refuses to accept them, should proceed as promptly as possible to dispose of them. It is advisable, if not necessary, for the seller of products, before reselling them on account of the failure of the buyer to accept them, to notify the buyer. The resale need not be by auction unless such is the customary method of selling the sort of property in question, but always should follow the customs and usages of the business and a bona fide effort should be made to get as much for the products as possible. (Sutherland on Damages, Vol. 3, Sec. 647) Of course, the California Prune and Apricot Growers, Inc. could not have recovered if it had not been able to show that it had complied with its contract and had furnished prunes of the quality and of the quantity called for by the contract.

L. S. Hulbert

MEMBERSHIP INCREASES OVER THREE HUNDRED PER CENT



Big membership increases for cooperatives occurred in all parts of the United States during the ten years from 1915 to 1925.

Viewed from a percentage standpoint the largest increases were in the Southern States from Virginia to Texas. These increases were 656 per cent in the South Atlantic group of states, 706 per cent in the West South Central group, and 719 in the East South Central group. The smallest percentage increase was in the Pacific group consisting of California, Oregon and Washington. This gain was 112 per cent. The gains for the other groups of states were as follows: Mountain States, 114 per cent; Middle Atlantic group, 150 per cent; West North Central, 234 per cent; New England, 257 per cent; and East North Central, 437 per cent. Taking the United States as a whole, the gain for the ten-year period was 314 per cent.

Viewed from the standpoint of numerical gains the picture is quite different. The largest increase in membership occurred in the West North Central States and the smallest numerical gain in the Mountain States. The increases in membership in the several geographic divisions for the ten years were as follows: West North Central group, 596,000; East North Central, 463,000; East South Central, 259,000; South Atlantic, 243,000; West South Central, 219,000; Middle Atlantic, 96,000; Pacific, 74,000; New England, 54,000; Mountain States, 40,000. The total increase in membership for the ten-year period was 2,049,000.

The above estimates are based on reports from 4,683 associations in 1915, and 9,463 associations in December of 1925.

REPORTED BY THE ASSOCIATIONS

The South Dakota Wheat Growers' Association recently obtained a verdict against one of its members in the Circuit Court at Ipswich, South Dakota. It is interesting to note that all the members of the jury which decided this case were farmers who were non-poolers.

Five hundred thirty-eight new contracts with the Kansas Wheat Pool, Wichita, were received during the year 1925, and since January 1, 1926, 936 more have been received. As these contracts cover an average of 85 acres this means an addition of more than 125,000 acres to the Pool.

A library of standard works dealing with cooperation has been established by the Franklin Cooperative Creamery Association, Minneapolis, in order that its employees and members may have opportunity to inform themselves regarding the history, philosophy, and achievements of the cooperative movement.

At a recent meeting of the executive committee of the Tennessee Farm Bureau Federation, it was decided to offer mutual automobile insurance to members on a plan similar to that already in force in several states. A committee was appointed to make the necessary arrangements.

The annual meeting of the membership of the National Pecan Growers' Exchange, Albany, Ga., was held on May 18. Comment was made on "the spirit of optimism manifested for the future of the pecan industry, now that we have passed the experimental stage in cooperative marketing through the Exchange." A 20 per cent increase in membership was reported.

Many apple growers are reported coming into the Wenatchee District Cooperative Association, Wenatchee, Wash., without solicitation, and the management anticipates an increase of 225 cars of fruit over last year's shipments. The association recently published a statement showing the number of boxes of apples received last season from each local and the estimated number for the coming season. The resulting totals were 1,037,499 for 1925-26 and 1,279,286 for 1926-27.

The Utah Wool Marketing Association has been incorporated recently by the Utah Wool Growers' Association, to enable the grower-members of the latter organization to secure advances on their wool at low interest rates. This new association is organized without capital stock and with a marketing agreement running for one year. The wool will be shipped to Boston where it will be prepared and offered for sale, but all sales will be subject to approval by the officers of the marketing association.

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